

Message Text

CONFIDENTIAL

PAGE 01 ABU DH 01038 040847Z

12

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W

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R 031019Z AUG 74

FM AMEMBASSY ABU DHABI

TO AMEMBASSY KUWAIT

INFO SECSTATE WASHDC 1889

USDOC WASHDC

C O N F I D E N T I A L LIMITED OFFICIAL USE ABU DHABI 1038

USDOC FOR MEPD

E.O. 11652: N/A

TAGS: BEXP, TC

SUBJECT: CURTISS-WRIGHT GENERATORS FOR ABU DHABI

REF: A) KUWAIT 3189; B) ABU DHABI 899; C) ABU DHABI 1015

BEGIN UNCLASSIFIED

1. EMBASSY WELCOMES CURTIS-WRIGHT INTEREST IN ABU DHABI POWER PROJECTS. ALTHOUGH INVITATION FOR PREQUALIFICATION (REF B) GAVE JULY 10 DEADLINE FOR INFORMING DWE AND CONSULTANTS, COMPANY CAN STILL PREQUALIFY IF IT ACTS QUICKLY.

2. EMBASSY UNDERSTANDS THAT MAJOR POWER PROJECT DESCRIBED REF B IS STEAM PROJECT. DOES CURTIS-WRIGHT ALSO MAKE STEAM GENERATING EQUIPMENT? ABU DHABI POWER SITUATION DESCRIBED REF C IS CONFUSED, BUT THERE PRESENTLY GOOD MARKET FOR BOTH STEAM AND GAS UNITS. END UNCLASSIFIED.

3. BEGIN LIMITED OFFICIAL USE: GHARABALLY PRESENTLY DOES NOT HAVE FULL ORGANIZATION IN ABU DHABI, WHERE HE SELLS SHOES, FIATS, AND INSURANCE. OFFICE HERE IS BRANCH OF DUBAI OFFICE, WHICH IN TURN IS BRANCH OF KUWAIT HEADQUARTERSB INFORMATION REQUESTED PARA 1 REF A CAN BEST BE OBTAINED VIA GHARABALLY REPRESENTATIVES IN UAE, IF THEY HAVE CAPABILITY OF HANDLING THIS KIND OF CONTRACT. OTHERWISE, CURTIS-WRIGHT MAY WANT TO CONSIDER USING LOCAL AGENT WITH GREATER INFLUENCE IN ABU DHABI.

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NNN

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